

Wind feels this will benefit productivity, expense, and ease of handling. But most importantly, it is one less obstruction for our customers to encounter while shopping our K mart. Wind was awarded \$60.

Robert Johnston, K mart 9732, Lock Haven, PA. Christmas tree pricing system.

Since last year, Christmas trees were supposed to be numbered on the boxes according to each individual style. I feel that on the price tag instead of a date, the same number should be used. For example: If a tree box has a style number of 6 on the outside of the box, then the price tag should have just the number 6 next to key number 1 at the top of the price tag. This idea would help prevent price tag switching. It also would help checkout operators identify a possible incorrect price per style of tree. It would not take any more time or trouble to use this method. Johnston was awarded \$50.

Steven Salinger, K mart 3152, Waterbury, CT. KBI questions yearly evaluation question aids on merchandise.

A yearly evaluation should be sent out covering our buyers merchandise for the previous year. Topics to be covered on the question could include new merchandise, quantities being general ordered, types of merchandise, prices of goods, displaying areas, (end or aisle), etc.

The feedback from these questionnaires could be used by the buyers to better evaluate their merchandise effectiveness. The people in the stores who deal with our customers every day could provide valuable information to the buyers.

Salinger was awarded \$50.

Patricia Tinney, K mart 3138, Philadelphia, PA. Record of goods received - page in front. They have a page made for the very front of the book that the manager can sign, date and put any comments when he or she reviews the books weekly. Tinney was awarded \$50.

Martha Hurst, K mart 3165, Marietta, GA. Memorandum of "Shipment Received" space for signature.

Next time memo's are printed add at bottom a place for the signature of the person who writes it, so people will know who wrote the memo. Hurst was awarded \$75.

Nancy Heist, K mart 3196, Pottstown, PA. KIN invoice packet, placement of Xmit stamp box.

Heist suggests putting Xmit stamp impression box in top right hand corner of tissue sideways - on KIN invoice packet. It is much easier to find the batch when it is filed in a file cabinet with the Xmit stamp in the upper right corner. Heist was awarded \$60.

James Driess, K mart 3588, Naperville, IL. Name for "K mart" shops.

Many people identify with names only. In a recent poll taken by Monroe, Monroe was first, Steady Rider by Sears second. I suggest we at K mart give our customers a name to work with, the same as we're now doing with our tires. My suggestion is as follows: to be used with our heavy duty, radial tuned and soon gas-operated shocks - "Ride-Master" made by Monroe, Heavy-

Duty/Radial tuned/Gas operated. Driess was awarded \$100.

Anna Scarnera, K mart 9156, Manahawkin, NJ. Choosing Employee of the year.

Employees of the month are given awards, but each store should also have an employee of the year. Yearly winners could be chosen from the employees of the month winners and given a \$50 bond. This would promote more initiative and motivation. Scarnera was awarded \$100.

Paula Martens, K mart 4018, Dubuque, IA. Filing System for R/S, C/P/O, etc.

Martens suggests after a return sheet, C/P/O, etc. is completed and figured, set up a filing system according to months (Jan., Feb., March, etc.) and file it one month prior to the arrival date. When it comes time for that month - pull them and put them in the list books. Makes your work more efficient, easier and the R/S don't get all torn up from being in the list books for so long. Martens was awarded \$50.

Elaine Varnos, K mart 4063, Flint, MI. Manager's Work Sheet - Print a \$ Solid Column.

Print a "3 Solid" column in future printing of the "Manager's Work Sheet" code # 61-87.

This will save hours of precious time spent searching through list books and files for "Dollars sold last season." Varnos was awarded \$50.

Nelson Lawrence, K mart 3056, Wayne, NJ. Appliances - special descriptive signing on hand phones.

Strip signs to be used on hand held phones at point of sale for descriptive information, indicating various phone options.

Example: 06-21-21 (Music while on hold).

OK-200 (Use with one other phone).

OK-250 (10 # Radial).

Lawrence feels a benefit from his idea is the customers will get self descriptive information at point of sale. The customer needs less time from salesperson. Lawrence was awarded \$100.

Vicki Russell, K mart 3239, Kansas City, MO. Dividers for new wire shelves in kitchen center.

To make some sort of divider to separate the merchandise on those new wire shelves in the kitchen center. This would help keep counters straightened, keep up the appearance, and help greatly with the ordering. Russell was awarded \$50.

Cecil Brown, K mart 4234, Spartanburg, S.C. Advertise binoculars.

The 7x35 binoculars should be inserted into the sporting goods hunting bags. If you pick up any big game hunting bag, you will find that binoculars are as big a part of hunting as the gun.

Brown feels that this will add a vital item that pays a good gross to hunting ads. More profit dollars can be made on one set of binoculars than on the total shipment of shells or bullets. Brown was awarded \$50.



Wayne Stern, back row far left and his son Jason, middle row, second from left during their 1983 season. Stern stresses sportsmanship above all else during the Little League season.

LITTLE LEAGUE COACH WAYNE STERN STRESSES GOOD SPORTSMANSHIP

As every parent knows, membership in various youth organizations is an excellent way to help develop a youngster's character and thereby strengthen America's future.

Wayne Stern, registered pharmacist at K mart 7275, Belvidere, Illinois, has been working with just such an organization as an active volunteer for the past six years.

Stern, who has been a K mart employee since 1976 is a third base coach for a Little League Bronco team of 13 boys ages 10 to 12. His interest was stimulated when Michael, the oldest of his four boys joined a Little League team about nine years ago at age 10. Since then Mark, now 16 and John, 17 have grown up as team members and currently his youngest son, Jason, 12 is a Little Leaguer.

Stern's interest at first was that of an enthusiastic parent spectator but that developed into a coaching position within a few years. When asked if he shared the responsibility with anyone for his team, he explained that every team has a manager, two coaches and a scorekeeper. Those four adults each donate about 10 hours a week to their boys including three two-hour practice sessions and two competitive games that last two hours.

As far as team performance over the years, Stern recalls records that were average to very good. A few years ago one of his teams won a division title and went on to the State Play-Offs in Springfield, Illinois. They had a thrilling time that year even though they did not win the State Championship. (They were beaten 1-0 by a team that went on to place third in the nation.)

Stern, however, states that though they love to win, winning

is not stressed above all else. He believes that the boys are benefited more by participation and all members are given a chance to play in every game. Sportsmanship is encouraged above everything and getting along with their peers. Many opportunities for resolving difficulties come out of the team's experience all the time. And they also learn to accept defeat at times and go on. When not playing, the boys are required to sell candy to earn the finances necessary for their team's expenses.

"Parents are a big support to this program," Stern says. "They see to it that the boys get to practice and they run the concession stand at the ball field during games. Each year, the mothers bake hundreds of pies and cakes for the annual fund-raiser, the Little League Ice Cream Social, to which all the ice cream is donated by local merchants and most of Belvidere turns out to support our boys."

The Belvidere community as a whole has been very supportive of the program and a few years ago a Jay-Cee project was to build a sidewalk from town out to the ball field so that the boys would be safer when riding bikes out there. (They previously rode on busy Illinois Highway 76). Donations were accepted from the community at the local banks and the Jay-Cee members donated time to lay the two and a half miles of concrete on several spring Saturdays.

What does Stern get out of all this? "I just like working with kids. They keep me young. It's a real treat to have a boy return after they are grown and in college to visit us. They say 'Hi, Mr. Stern' and I can see that they are real gentlemen. It makes me feel really good."